

CASE STUDY:

Pergamena Parchments & Leathers Inc.

Montgomery, NY Founded in 1550

CEO/PRESIDENT: Jesse Meyer | COO: Stephen Meyer

ABOUT PERGAMENA

Family owned and operated, Pergamena is a boutique tannery using traditional vegetable tanning processes. With an eye on sustainability and traceability in the supply chain, we provide manufacturing and supply capability to the domestic fashion, furniture, and leather goods industries. We work in a transparent manner with accountability back to the farm where the animals were raised.

MAIN BARRIERS OR NEEDS

We currently face a major gap in scale between our current capacity and the demand we are receiving. We have the capacity to tan approximately 80-100 hides per month depending on hide size, but we have received interest in orders as high as 700 hides per month. This scaling challenge and R&D needs are our main barriers.

We are also currently working on a regionally sourced leather we could market to the NY metro area which could be a model for similar facilities in other areas.



IMPACT AREAS



Economic Development/
Job Creation



Water Regulation



Waste Reduction

CURRENT CAPITAL STACK A/O INVESTMENT TO DATE

Other than a small line of credit, no prior fundraising. 100% family owned.

TYPE AND MAGNITUDE OF INVESTMENT SOUGHT

We are seeking capital to build a new state of the art tanning facility with enough capacity to handle regional demand and current customers, plus potential additional demand owing to increased visibility.

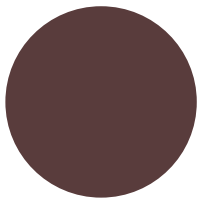
We estimate needs of **\$5M** for a 40,000+ sq. ft. facility, new property/location, layout & design, engineering/permitting, state of the art wastewater treatment, new equipment, workforce, and maintenance.

KEY RISKS

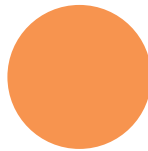
We are facing a dilemma in that we have been approached by many customers (even with having done very little marketing) asking for traceable vegetable tanning services, but they are looking for quantities we can't produce in our current facility. However, investing in a new facility means we need a guaranteed volume to meet the loan payment and necessary margins.

INTEGRATED CAPITAL PATHWAY: PERGAMENA

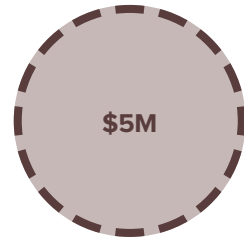
2019 ————— 2020 ————— 2021



Family capital/sweat equity/earlier investments



Seeking business advisor/navigator for feasibility study for new facility



Seeking \$5M for a 40,000+ sq. ft. facility, new property/location, layout & design, engineering/permitting, state of the art wastewater treatment, new equipment, workforce, and maintenance

TYPES OF CAPITAL



NON-FINANCIAL SUPPORT

Business Planning TA
Network Connections
Advisory Support



GRANTS

State & Federal Grants
Philanthropic Grants



LOAN GUARANTEES

Philanthropic Guarantees
Guarantee Pools



LOANS

Friends/Family Loans
Other Debt Financing
Bank Loans



INVESTMENTS

Revenue Share Agreements
PRIs & MRIs
Equity

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